

Appendix C Pricing		
Manufacturer/Product Category	Customer Discount % off MSRP	Description of MSRP
Panasonic		
Ruggedized Toughbooks	13%	Manufacturer's
Semi-Ruggedized Toughbooks	10%	Manufacturer's
Toughbook Arbitrator In-Car Video System	16%	Manufacturer's
Toughbook Accessories	18%	Manufacturer's
Gamber Johnson Docking Stations	18%	Manufacturer's
Gamber Johnson Mounting and Motion Devices	31%	Manufacturer's
LEDco Docking Stations	18%	Manufacturer's
LEDco Mounting and Motion Devices	18%	Manufacturer's
Xplore Technologies		
Ruggedized Tablets	12%	Manufacturer's
Docking Stations	10%	Manufacturer's
Mounting Equipment	4%	Manufacturer's
Intermec Technologies		
Ruggedized Fixed Unit & Handheld	20%	Manufacturer's
Mounting and Docking Stations	10%	Manufacturer's
Services		
Product Installation, maintenance and support		
Car and Truck Installations*	15%	PCS - Internal
Fire Truck / EMS Vehicles*	15%	PCS - Internal
Managed services (Various, from Panasonic)	0%	Manufacturer's
Product Training **	16.60%	PCS - Internal
Panasonic Toughbook 3-Years Warranty		Included
* One vehicle, price does not include expenses.		
** Per day, price does not include expenses.		